EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

JUL 03 1979

June 29, 1979

1180 Beef (Bahrain). Seeking suppliers of fresh beef, primal cuts including Tenderloin, Striploin and Rib-eye rolls. Indicated air shipments of around 500 kilos each. Wishes interested suppliers to telex as soon as possible. Contact: Mark Haywood, Catering Manager, Holiday Inn, P. O. Box 5831, Manama, Bahrain. Telex: 9000 HOLINN BN. Phone: 241122.

1181 Soybeans and screenings, feed peas and beans (Netherlands). Wants U.S. #2 yellow soybeans, and soybean screenings, 45% pro fat. Also feed peas and feed beans. Bulk shipments. Several 1,000 mt shipment soybeans per month and several 100 mt shipments soybean screenings, feed peas and feed beans per month. Shipments to begin July onwards. Quote CIF or C&F Antwerp, Rotterdam range. Bank ref: ABN Rotterdam. Contact: H. Ligtermoet, C. J. Ten Tusschede B.V., Vogelaarsweg 23, P. O. Box 844, 3300 AV Dordrecht, Netherlands. Telex: 29047. Phone: 078-165060.

1182 Pigeon meat (South Africa). Wants 2,000 pigeons per week for table meat. Quality: suitable for restaurant and delicatessen trade. Packed in cartons of 10 kilograms. Delivery negotiable. Other requirements: dressed ready for trade. Quote FOB. Bank ref: Volkskas, Devilliers Street, Johannesburg. Contact: E. R. Allsopp, Rupert Allsopp (Pty) Ltd., P. O. Box 50782, Randburg 2125, Tvl, South Africa. Phone: 011/48-9705 or 48-9702.

1183 Grains, fats and oils (France). Interested in being the European agent for a U.S. company exporting cereals and fats and oils products. Bank ref: Credit Lyonnais, Rue Du Docteur Blanche, 75017 Paris. Contact: Gilbert Weil, Simab France Sarl, 217, Boulevard Pereire, 75017 Paris, France. Telex: 650 514 F. Phone: 574.75-50 or 574.42-68.

1184 Lobster (Japan). Wants (a) frozen Florida Spiny lobster, 10 mt monthly, 0.9-1.4 lbs. each, 22 lbs. net in carton, sea shipment, quote CIF Kobe; (b) American lobster, frozen, non-preboiled, minimum 2 mt monthly, claws must be sorted large, medium and small prior to freeze packing, 22 lbs net in carton, quote CIF Osaka; and (c) live American lobster, one pound each, 220-440 lbs. weekly, 20 lbs. net in polystyrene foam case with sawdust and ice pack. Bank ref: Sumitomo Bank, Utajimabashi Branch. Contact: Kuzuhito Hosoda, President, Sailboat Trading, Inc., Tenni Bldg., 1-14, Tenjinbashi 2-Chome, Kita, Kita-Ku, Osaka 530, Japan. Cable: HOSODATRO, Osaka. Phone: (06) 357-1558.

1185 Live crawfish (Belgium). Wants between 1,000 and 5,000 kilos per week of White Leg crawfish, size, minimum 9 centimeters, maximum 11 centimeters, in 5 kilo cases. Quote CIF Brussels airport. Bank ref: Societe Generale De Banque. Contact: Mr. Derick, Covogipoi, Pisciculture D'Annevoie, Rue De L' Eglise 26, B-5181 Annevoie (Belgium). Telex: 59287 COVOPO B. Phone: 082/ 61.25.91.

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250

1186 Flour (Germany). Interested in direct sales and exclusive distributorship for flour, including wheat, corn, rice, etc. Estimated annual sales potential of $30,000. Contact: Donald C. Feigelsohn, Operations Manager, Karagiannidis & Sons GMBH, Postfach 150549, Travemuender Str. 6, D-2800 Bremen 1, Germany. Cable: KARAGIANNIDIS Bremen. Telex: 0235163 KARA D. Phone: 0421/384107.

1187 Avocados (France). Interested in avocados from California, and other fruits and vegetables. Bank ref: Societe Generale, 94000 Rungis; Morgan Bank Limited, Pari Contact: Jacques Guillois, Fyffes Omer Decugis, 15, Rue Des Antilles, B.P. 315, 94152 Rungis Cedex, France. Telex: 270 723 or 270 718. Phone: 687.2272.

1188 Fruit and vegetable seeds (Spain). Wants to act as exclusive agent for melon seeds, green skinned, medium size variety; watermelon seeds, large sized, dark green skinned, red pulp variety-Pannonia; pepper seeds, four-lobed for greenhouse production; tomato seeds, flat or semi-round for fresh market or greenhouse production. All seeds should be early maturing, packaged 100 gm moisture proof envelopes and 1/2-1 kg metal cans, delivery 60 days after order date, quotations CIF Madrid. Bank ref: Banco De Credito E Inversiones, S.A., Velazquer, 82, Madrid (1). Contact: Emilio Marin De Burgos, Comercial De Invernaderos, S.A., Hortaleza, 37-4-1, Madrid (4) Spain. Phone: (91) 232 70 15.

1189 Foodstuffs (Malta). One of leading Malta food importers is interested in contacting U.S. suppliers of food products, especially in the following categorie canned meat, vegetables and fruits, vegetable and fruit juices, sugar confectione and biscuits. Requests CIF Malta prices and catalogs. Contact: John Farrugis, General Manager, Rimus Ltd., P. O. Box 6, Rimus Building, Zabbar Road, Paola, Malta. Phone: 23387. Cable: PETMUS, Malta.

1190-1194 Dried onions and garlic, raisins, peanuts, almonds, citric acid, concentrated orange juice (Sweden). Wishes to buy 300-400 tons of dried yellow onions and garlic, (powder and/or flakes) and undisclosed quantities of raisins, peanuts, almonds, citric acid, and concentrated citrus juice, mainly orange. Bank ref: Skaanska Banken. Contact: Lennart Hemraa, Trecom Ab, Box 1144, S-251 or Helsingborg, Sweden. Telex: 72446. Phone: 042/15 69 00.

1195 Cut flowers and pot plants (Sweden). Interested in U.S. cut flowers and pot plants. Bulk quantities. Company owns 80 retail outlets in Sweden and handles own stores and transports within Sweden. Bank ref: Skandinaviska Enskilda Banken. Contact: Carl Gustaf Freiholtz, AB Buketten, Gammelmark, S-225 90 Lund, Sweden. Telex: 32578. Phone: 046/30 70 00.

1196-1200 Canned fruits, vegetables and juices, and frozen fruits and vegetables (Bahrain). Medium-sized distributor and retailer of foodstuffs is seeking contacts for direct sales and possible distributorship agreements with suppliers and manufacturers of canned and frozen fruits, fruit juices and vegetables. Wishes to receive samples and prices preferably CIF or C&F Bahrain. Bank ref: Bank of Bahrain & Kuwait, P. O. Box 597, Manama, Bahrain. Contact: Khalil Hilah, Managing Director, National Cold Stores, P. O. Box 1005, Alkhalifa Road, Manama, Bahrain. Cable: HILAL. Telex: 8906 HILAL GJ. Phone: 255292.

1201 Corn starch (Egypt). Wants 10 ton (trial shipment) of corn starch, top quality, 1/2 kilogram each package, samples requested. Quote CIF. Bank ref: Misr International Bank. Contact: Magdy Said Aly Hussein, Safa Company, 37A, Saad Zaghlool, Menouf, Menoufia, Egypt.

202-204 Frozen meats, canned fruits and vegetables (Germany). Firm providing Marine equipment and shipstores is interested in direct sales and exclusive distributorship for frozen meats, estimated annual sales potential $200,000; and canned fruits and vegetables, estimated annual sales potential $50,000. Contact: Donald C. Feigelsohn, Operating Manager, Karagiannidis & Sons GMBH, Postfach 150549, Travemuender Str. 6, D-2800 Bremen 1, Germany. Cable: KARAGIANNIDIS, Bremen. Telex: 0245163 KARA D. Phone: 0421/384107.

205 Peanuts (Germany). Wants peanuts for feed purposes. Estimated annual sales potential $50,000. Firm is importer and distributor of Zoological pet foods. Gilbert Plate, Gilbert Plate Import, Postfach 240; Bremer Strasse 27-31, D-2870 Delmenhorst, Germany. Phone: 04221/3000.

206 Joint Venture (Nigeria). Cattle Ranch Development and Dairy Products project. Estimated cost over $35 million, 10,000 hectares land, feasibility study completed. Consulting firm for State Government wishes contact interested company for joint venture and/or technical and management contract. Contact: Olu Shonubi, Shoji Investments Ltd., P. O. Box 7569, Lagos, Nigeria.

207 Pigeons (Japan). Wants pigeons for breeding (meat type), 5,000 braces of pigeons in 2 or 3 months, airshipped direct to Taiwan, quote C&F Taipei airport. Bank ref: Mitsubishi Bank, Egota Branch, Tokyo. Contact: Hidekichi Kagami, President, K. I. Kagaku Co., Ltd., Gaien House, Rm. No. 314, 2-2-39, Jingumae, Shibuya-Ku, Tokyo, Japan. Phone: 403-1903.

208 Processed meats (Japan). Wants about 100 mt per year of processed meat products similar to beef jerky for use as bar snacks. Requests 0.5 lb. sample and needs specific information including ingredient statement. Appropriate packaging for retail purpose. Quote CIF. Bank ref: Sanwa Bank, Shinjuku Branch, Tokyo. Contact: Noriyasu Nichio, Lotte Co., Ltd., 3-20-1, Nishi-Shinjuku, Shinjuku-Ku, Tokyo, Japan. Telex: 232-4056. Cable: K.K. LOTTE, Tokyo. Phone: 375-1211.

209 Earthworms (Switzerland). Wants 50-100 lbs per month of Tennessee wrigglers, redworms, night crawlers. Shipment in cartons, delivery soonest. Quote CIF Zurich. Airfreight. Contact: Worm Farm, 4142 Muenchenstein, Switzerland. Phone: 061-46 63 18.

210-213 Corn oil, rice, soybeans, maple syrup, peanuts, sunflower seed (Italy). Wishes to buy corn germ oil, organically grown sweet rice and soybeans, maple syrup, shelled peanuts, sunflower seeds. Quote CIF Genoa or Leghorn. Payment by Letter of Credit. Bank ref: Banca Toscana, Firenze. Contact: Joaquim Soares, Probios S.R.L. Via Ricasoli 29, 50122 Florence, Italy. Phone: 055/296024.

214 Tropical fruits (Japan). Wants tropical fruits and/or other type of fruits, dehydrated or preserved in sugar and/or syrup, for use in "Tropical fruit ice cream". Quantity: 10 mt per month. The products must be 100 percent natural and no additives can be allowed in it. Appropriate packaging for institutional use, immediate delivery. Quote CIF or FOB. Bank ref: Chuo Shintaku Bank, Main Office, Tokyo. Contact: Eitaro Uno, President, Tatsuno Sangyo K.K., 2-3-14, Kyobashi, Chuo-Ku, Tokyo, Japan. Phone 278-9587. Cable: TATSUSANCO.

215 Fish meal (Egypt). Wants 10,000 tons annually of herring meal (for poultry feed). Requests offers FOB & CIF Egyptian ports. Contact: Abdel Halim El Sawi, General Trading and Chemicals Co., 1 A, Remses Street, Cairo, Egypt. Cable: GENCHEMICS, Cairo. Phone: 753500/755768.

1216-1219 Fresh tomatoes, potatoes, grapes, peaches (Gabon). Interested in direct purchase of fresh vegetables, especially tomatoes, fresh potatoes, fresh grapes, and fresh fruits, especially peaches. Volume to be ordered is not mentioned. Company interested in importing by surface refrigerated containers. Sogacco has a large department store in Libreville which has one section dealing in fruits and vegetables. Sogacco is owned 50% by Gabonese government and 50% by a South Korean firm. Contact: Chung Kwang-Mo, Directeur Department Dachat, Sogacco, B.P. 4954, Libreville, Gabon. Cable: SOGACCO, Libreville.

1220-1222 Canned seafoods, fruits, vegetables (France). Interested in canned fish and seafoods; canned fruits, all kinds; and canned vegetables, all kinds. Marketing territory covers France. Imports from several U.S. firms. Bank ref: Banque Nationale De Paris, 1 Rue Du Colonel Driant, 75001 Paris. Contact: Mr. Hombek, Manager, C. Hombek & R. Darjo, 5 Bis, Rue Du Louvre, 75001 Paris, France. Telex: 670.421. Phone: 260.3703.

1223 Feed supplements (Spain). Sales agents for animal feeds wants U.S. feed supplements and concentrates, vitamins and minerals for veterinary use. Bank ref: Banco Exterior De Espana, Paseo De Gracia 19, Barcelona 7, Spain. Contact: Antonio Segues, Concepcion Arenal 276, Barcelona 30, Spain. Phone: 34/3/3517018.

1224-1230 Almonds, prunes, raisins; and canned pears, peaches, cherries and pineapple (France). Manufacturer, exporter and importer of food products employing 500 persons and 60 salesmen wishes to buy California almonds, California prunes, California Fancy Golden seedless raisins, California canned pears in syrup, California canned peaches in syrup, Michigan canned cherries, and Hawaii canned pineapple, sliced, in syrup. Bank ref: Banque Nationale De Paris, Avenue Du General Leclerc, 75013 Paris. Contact: Jean Flament, Marketing Manager, Societe Patisfrance, 236 Bis, Rue De Tolbiac, 75013 Paris, France. Telex: 770-455. Phone: 98.05.66 (In Rouen-76).

1231 Bakers malt (Honduras). Wishes to buy bakers' malt, in bulk form, for bakery industry. Firm has distributorships covering Honduras. Contact: Mariano Aguilar O., Owner and Manager, Agencia Columbia, Apartado Postal 687, 10 Calle 5-6 Ave., Comayaguela, D.C. Honduras. Cable: COLUMBIA. Phone: 224934.

1232 Beer (Bahamas). Inquirer seeks to exclusively represent a popular U.S. beer in The Bahamas that isn't already represented. Inquirer owns and operates several department stores as well as a retail liquor store. Contact: Tom Roberts, Associate Department Stores Ltd., P. O. Box N-4907, Nassau, The Bahamas. Phone: (809) 325-6750. Trade Refs: Karl J. Marx Co., 450 7th Avenue, New York, New York 10001.

1233 Soybean oil (Chile). Wishes to import 50-100 tons soybean oil monthly in plastic containers of 1/2, 1 and 3 liters, and 1 gallon, and drums of 200 kilograms approximately. Quotations FOB and C&F Valparaiso. Bank ref: Banco Comercial De Curico. Contact: Alfredo Montes, Rafael Montes E., Namur 67 Depto. 24, Santiago, Chile. Telex: SG0356 CARRERA.

1234 Goats milk (Australia). Urgent need powdered goat milk, low to medium heat, trial shipment 2 tons. Specify fat level, to be used to supplement fresh in manufacture of goat milk yogurt. Packaged in 30-40 kg double-lined bags or drums. Immediate shipment. Quotation CIF Sydney. Bank ref: Bank of New South Wales, King-Castlereagh Street Branch, Sydney. Contact: Gary Class, Managing Director, Sunibrite Products (Aust) Pty. Ltd., 14 Boola Place,

Dee Why, NSW 2099 Australia. Phone: SYDNEY (02) 9827300.

35-36 Edible oils (Singapore). Interested in soybean oil, 10,000 tons per month; corn oil, 1,000 tons per month; linseed oil, 1,000 tons per month; and safflower oil, 1,000 tons per month. Firm is a representative office of the Saudi Group which operates extensively in Africa, Middle East, India, Pakistan, and South East Asia. Also wishes to contact U.S. manufacturers able to supply on long-term basis. Those interested are requested to write direct or telex quotes. Bank ref: Nugan Hand Singapore PTE. Ltd., Ocean Building, Singapore 1. Contact: Aiz Bawaz, Vice President, Imperial Group, G. P. O. Box 74, Singapore 1. Cable: SAUDIACO, Singapore. Phone: 222-3436. Telex: RS25521.

37 Nursery palm trees (France). Interested in direct purchase of nursery palm trees for resale in the Middle East. Bank ref: Societe Marseillaise De Credit, 06600 Antibes. Contact: Christian Gautier, Director, Entreprise A. Martelly-Les Jardins Du Ponteil, Chemin Preynat, 06601 Antibes, France. Phone: (93) 61 29 30.

38-39 Almonds, Raisins (Japan). Wants to buy U.S. dried almonds hulled or shelled, and raisins for manufacturing confectionery. The Senshuan Confectionary is engaged in manufacturing, wholesaling, retailing and imports of confectionery and bread. It has its main office and a few factories in Sapporo and 70 retail stores in Hokkaido and Tokyo. Bank ref: Hokkaido Takushoku Bank, Minami Branch, Nishi 3, Minami 2, Chuò-Ku, Sapporo 060, Japan. Contact: Takuji Okabe, President, Senshuan Seika Co., Ltd. (Senshuan Confectionary Co., Ltd.), Nishi 3, Minami 3, Chuo-Ku, Sapporo 060, Japan. Phone: 011-251-6131.

40-42 Flavoring extracts, food colorings, concentrated fruit juices, confectionary materials (Japan). A trading firm handling food additives, natural and artificial flavors and fragrances, food colorings, and confectionary materials is interested in buying the above items. Bank ref: Mitsubishi Bank, Ohtsuka Branch. Contact: Hiroyoshi Shishido, General Manager, Foreign Trade Division, San-Ai Chemical Industries, Ltd., 1-21-5 Sugamo, Toshima-Ku, Tokyo 170, Japan. Cable: SANAICHEM, Tokyo. Telex: 2722350. Phone: 03-947-1183.

43 Matsutake mushrooms (Japan). Wishes to buy "Tricholoma Matsutake" and/or "Armilleria Matsutake" mushrooms, 5 mt for initial shipment, product must be fresh and quick-frozen. Sample and specific information required. Appropriate packaging for institutional use. Immediate delivery. Quote C&F. Bank ref: Hokuriku Bank, Osaka Branch. Contact: Ichiro Doki, Managing Director, Taiei Co., Ltd., c/o Wakasugi Bldg., 18-18, 1-Chome, Nakatsu, Ohyodo-Ku, Osaka, Japan. Cable: TAIEIPOKICO, Osaka. Telex: J64294. Phone: 06-371-5050.

44 Corn seed (Morocco). The National Seed Importing Company, SONACOS, reported to our agricultural attache that its October 1978 TORS inquiry for hybrid corn seed has been answered by several companies. These companies all offered seed that does not figure in the official Moroccan catalogue, which is a requisite for their importation's being allowed. SNACOS suggests that companies interested in introducing their seeds into Morocco send samples directly to SONACOS. They will then be entered into the catalogue and distributed free to Moroccan farmers to acquaint them with the variety. The samples should be clearly marked as such, possibly with the French word "echantillons". Contact: Monsieur A. Chkoff, SONACOS, B. P. 67, Rabat, Morocco.

1246 Foodstuffs (Germany). Company selling to 80-100 non-German retail food stores in Germany and food exporter to Greece wants to buy frozen fish - octopus/cuttle fish, Carp, lobsters; canned fish - octopus, lobsters; canned corned beef; canned beans, red, white, in natural water, red beans in 5 kilogram tins; canned vegetables of all kinds; canned chick beans, in 1 kilogram tins; dry beans, red, white, ready packed in sacks; chick peas, ready packed in sacks. Contact: Pan. Zorpidis, Hellad Import, Heiliger Weg 60, Grossmarkt Stand 51, 4600 Dortmund, West Germany.

1247 Frozen shrimp (Japan). Interested in buying frozen shrimp, a container load regularly, best quality, quote CIF Nagoya. Bank ref: Nagoya Sogo Bank, Yanagibashi Branch. Contact: Katsumi Matsushima, Katori Kanko Co., Ltd., 3rd Fl., Nagoya Sogo Shijo Bldg., 15-15 Meieki 4-Chome, Nakamura-Ku, Nagoya 450, Japan. Telex: 442-2227 KATORI J. Phone: 052-581-4338.

1248-1249 Frozen fruits and vegetables (Denmark). Wants several container shipments per year of (a) Strawberries, raspberries, black currants, blackberries and other fruits, IQF frozen or block-frozen, bulk for repackaging and for industrial use; (b) Vegetables, frozen, bulk for industry only. Specify grades available. Berries must be well-cleaned. All products in cartons, paperbags polylined or box/container pallets. English language label acceptable but metric weight must be shown. Quote CIF Copenhagen (including commission of 5% for fruits and 3% for vegetables). Company acts as wholesalers, brokers and agents for all types of raw materials for food industries in Denmark and other Scandinavian countries. Bank ref: Den Danske Bank A/S, Copenhagen (Ref: 3136-14259-3). Contact: Kjeld Lundby, Hans Lundby A/S, Jernbanevej 33-34, DK-5592 Ejby, Denmark. Telex: 50524 LUNDBY DK. Phone: (09) 46 13 42.

1251-1253 Chicken, beef, ice cream (England). Wants (1) frozen pre-packed chickens, (2) frozen beef sides and carcasses, (3) ice cream. All quantities to be ordered in 40 ft. refrigerated containers with packaging to suit. First quality in all products. Sizes of chickens 800, 900, 1,000 and 1,200 gms; ice cream tubs, blocks and cartons. Quote CIF. Bank ref: Bank of Credit & Commerce, Sloane St. London SW6. Contact: P. R. Monkhouse, Alphacrete Int. Ltd., Kingswick House, Sunninghill, Berkshire, England. Telex: 848980. Phone: 0990 23491.

1254 Barley (Saudi Arabia). Wants about 40-50,000 metric tons of animal feed bagged barley. Requests offers from U.S. firms which produce barley. Firm imports foodstuffs in large quantities. Contact: Abdullah Patel, Manager, M. U. Azizkhan, P. O. Box 37, Jidda, Saudi Arabia. Phone: 22792, 36429. Cable: AZIZKHAN. Telex: 401066 OMRTLX SJ.

1255-1256 Flavoring agents, cooking oils (Bahrain). Firm is manufacturer and wholesaler of snack foods including potato pellets, pasta chips and natural potato chips. Have plans for expansion and diversification. Seeking contacts with suppliers of fruit juices and snack food savoury and flavoring extracts. Also seeking supplier of cooking oil suitable for extending shelf life of expanded dehydrated potato pellets in climate temperature up to 44 degrees celsius and humidity up to 100 percent. Bank ref: Banque Du Caire S.A.E., P. O. Box 815, Manama, Bahrain. Contact: B. R. Bristow, Manager, Delmon Food Factory, P. O. Box 263, Manama, Bahrain. Cable: FARM. Telex: 8426 HUSSAIN BN. ATTN. Delmon Food Factory.

257 Sunflower seed (Sweden). Wants 800 tons of striped sunflower seeds, sound merchantable, crop 78/79, in new jute bags, arrival Sweden early September. Bank ref: Goetabanken, Helsingborg. Contact: Mr. Einarsson, Artur Winberg AB, Box 1384, S-251 02 Helsingborg, Sweden. Telex: 72 236 WINBERG S. Phone: 042/11 34 15.

258-259 Canned fruits and vegetables (Germany). Interested in all sizes and sorts of canned fruits and vegetables. Large cans for the industry and small cans for the trade. Firm would like to acquire general distribution/representation rights for the Northern part of Germany. Annual turnover $25 million. Bank ref: Commerzbank in Paderborn. Company maintains warehouse facilities. Contact: Heinrich Zumdieck, Importer of Canned Fruits and Vegetables, Postfach 2849; 4790 Paderborn, Germany. Phone: 5251/56041. Telex: 936701.

260 Cottonseed meal (England). Wants 1,500-2,000 mt of cotton seed extraction meal pelletized and sunflower extraction meal pelletized, both 38-39 percent protein. Quote CIF, Denmark. Bank ref: Swiss Bank Corporation and Midland Bank, Esher. Contact: F. Soker, Intexmar Ltd., Chedworth, High Drive, Oxshott, Surrey KT22 ONG, England. Telex: 8951829. Phone: 037 284 2544.

261 Dried fruits (Switzerland). Wants dried fruits: Apricots, prunes, peaches, small pears, 1,000 kg of each. Cartons of 10-15 kg. Delivery soonest. Quote CIF European port. Bank ref: Vanca Unione Di Credito, Lugano. Contact: L. H. Musy, Sandro Vanini SA, CH 6987 Caslano, Switzerland. Telex: 73645. Phone: 091 712575.

262 Sugarbeet pulp (Spain). Wants sugarbeet pulp (in pellets), 5,000 mt per shipment, in bulk. Quote CIF Rotterdam. Delivery soonest. Bank ref: Popular, Bilbao, Central. Contact: Jesus Bastida-Pizarro, Eurolands, S.A., Castello, 109, Madrid-6, Spain. Telex: 23575 ELAS. Phone: (91) 411 3648/411 0781.

REPEAT INQUIRIES

2309 Pickles (England). (Repeat of inquiry in November 1978). Wishes dill pickles, approximately 18 tons - 2 per month. U.S. Style, poly packaging - 5 kg. Delivery soonest. Requirements: Cucumbers to be chopped, approximately 1/8" dice. Bank ref: Coutts & Co., Ltd. Contact: W. Simm, Universe Foods Ltd., 183 Heath Road, Twickenham, Middlesex TW1 4BH, England. Phone: 01-892-9167.

1457 Preserved cherries (England). (Repeat of inquiry in July 1978) Wants cherries preserved with SO_2, full container loads, all qualities and sizes, bulk shipments. Quote CIF, FOB. Bank ref: Banco De Vizcaya, 75 Coleman St., London EC2. Contact: D. Bataller, Jose and Bataller Co., Ltd., Unit 11 & 13, 109 Maybank Road, South Woodford, London E18 1EJ, England. Telex: 897574. Phone: 01-505-4623.

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Foreign Trade Developments:

Japanese Buying Mission: Approximately 60 Japanese food buyers will be visiting the United States on a 5-city buying mission. The team will attend displays of U.S. food products and meet with U.S. company representatives in NEW YORK - August 16-18, ATLANTA - August 19-22, CHICAGO - August 23-26, PORTLAND - August 27-29, and LOS ANGELES - August 30-September 1. The delegation will be comprised of key decision makers from the leading supermarkets, department stores, wholesale firms, and trading companies in Japan. During a similar 5-city tour in October 1978, exhibitors reported initial Japanese purchases of approximately $400,000, and sales for the 12-month follow-up period were expected to reach $14 million.

U.S. firms interested in the Japanese market and wishing to participate as exhibitors in one of the exhibits should contact: NEW YORK - Henry Behrens, EUSAFEC, 2 World Trade Center, Suite 5082, New York, New York 10047, phone: (212) 432-0020; ATLANTA - Johnny Whitworth, Georgia Department of Agriculture, Capitol Square, Atlanta, Georgia 30334, phone: (404) 656-3740; CHICAGO - LaVerne Brahant, MIATCO, 300 West Washington Street, Suite 710, Chicago, Illinois 60606, phone: (312) 368-4448; PORTLAND - Ken Meier, Oregon Department of Agriculture, Agriculture Building, Salem, Oregon 93710, phone: (503) 378-3787; LOS ANGELES - Ted Horoschak, Foreign Agricultural Service, Room 4945 South Building, U.S. Department of Agriculture, Washington, D.C. 20250, phone: (202) 447-3031.

Results of Japanese Beef Tender. The Japanese Livestock Industry Promotion Corporation (LIPC) announced purchases of 2,242.2 metric tons of frozen grain-fed beef under tender called on June 21. This, the third LIPC tender against the 1979 Japanese fiscal year (JFY 79) quota which called for 2,200 mt of grainfed beef. Purchases with the amounts tendered in parenthesis were as follows: Square Cut Chuck 500 mt (500); Brisket 196.2 (200); Short Plate 711 (700); Striploin 287 (300); and Beef Skirt Plate 548 (500). Canada shared 72 mt of the square cut chuck and 18 mt of the short plate and the remainder is U.S. origin. These purchases call for a killing date no earlier than June 1 and delivery no later than September 14, 1979.

Excluding the beef skirt plate, which does not count against the high quality beef quota of 10,000 mt granted by the Japanese in JFY 1978, the above purchases represent 1,604.2 mt of high quality U.S. beef. Together with the LIPC first and second tender purchases,JFY 79 purchases now total 5,218.7 mt of high quality U.S. beef. FY 79 purchases of beef skirt plate now total 682 mt.

Metric weight labeling was not required under this tender since the LIPC is continuing its review of alternative pound/metric conversion rates to be applied to its imported beef labeling requirements. It has therefore advised that metric weight labeling for imported beef has not been placed in effect and at least 30 days lead time will be given prior to its implementation.